

FSC-76-B

ROU Brief - 4/30/97

For: AVP/RSM/RBM/ROM/DM/RM/KAM/AM/AE/MC/PC/PRC/SC

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<p>Full-Time Field Sales Personnel</p> <ul style="list-style-type: none"> • Company Vehicles • DORAL Channel Strips • Sales Rep Supply Update • Second and Third Quarter SME POS Kit, Item Numbers • Obsolete Coupon Returns-Address Change • Sales Materials Warehouse Consolidation-Update 	<p><u>Sales Rep Supply Update</u> (Contact: Linda Haynes, ext. #2234)</p> <ul style="list-style-type: none"> • Discontinued: <ul style="list-style-type: none"> - Item #450754-Attaché Case Poquet Insert • Available through Sales/Marketing Human Resources - E. Toulon (ext. #6316) <ul style="list-style-type: none"> - Item # 026781-PSS Prewrite Book - Item # 015529-PSS III Trainee Kit - Item # 173109-Prof. Sales Negotiation Participation Kit - Item # 204008-Prof. Sales Negotiation Prewrite Form 205 - Item # 482690-10 Commandments of Anti Trust 	<p><u>Obsolete Coupon Returns-Address Change</u> (Contact: Bill Brown, ext. #3324)</p> <ul style="list-style-type: none"> • Effective immediately, new shipping address for coupon return is: <p>RJRT C/O GATX Logistics 916 Baltimore Road Advance, NC 27006-7819 Attention: Katie Young</p>
<p>DISTRIBUTE TO ALL FULL-TIME FIELD SALES PERSONNEL</p>		
<p><u>Company Vehicles</u> (Contact: Jan Faries, ext. #3044)</p> <ul style="list-style-type: none"> • Traffic crashes are the number one cause of death and injury in the workplace. • Safe Driving Tips to save your life <ol style="list-style-type: none"> 1) Drive Courteously. 2) Always Wear Your Seatbelt. 3) Don't Impair Your Driving With Drugs or Alcohol. 4) Don't Disconnect Your Airbag; put Kids and Small Adults in the Back. 5) Give Trucks Plenty of Space. 6) Use Safety Seats with Young Children. 7) Don't Speed. • Practice Safe Driving - - - You Can Make a Difference! 	<p><u>Second and Third Quarter SME POS Kit, Item Numbers</u> (Contact: Floyd Cook, ext. #3466)</p> <ul style="list-style-type: none"> • Second quarter Cup POS Kit, Item #526685 (Races 5/17-6/22) • Second quarter Drag POS Kit, Item #526721 (Races 5/17-6/28) • Third Quarter Cup POS Kit, Item #530765 (Races 7/5-9/28) • Third Quarter Drag POS Kit, Item #530801 (Races 7/19-9/27) 	<p><u>Sales Materials Warehouse Consolidation-Update</u> (Contacts: Bill Brown, ext. #3324/ Marty Haynes, ext. #2562)</p> <ul style="list-style-type: none"> • Warehouse consolidation to Davie County completed April 1, 1997. - While some shipments were delayed during the past six weeks, all outbound shipments are now up-to-date. - Although physically shipped, some orders remain "unconfirmed" in SMS due to system problems. We will continue to manually update these until all system issues are resolved.
<p><u>DORAL Channel Strips</u> (Contact: Sharon Reid, ext. #2584)</p> <ul style="list-style-type: none"> • Each SKU of DORAL Channel Strip #523751 and DORAL Extended Channel Strip #523760 contains 1 sheet of 3 perforated channel strips w/3 different messages. • Items currently on back order. 		

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To: Noonan, R, Ridge, Robert, Burrows, Robert, Westenberger, R, Smith, Richard A., Jurgensen, Kurt T., Cote, Raymond A., Leonard, John M., Norris, Chuck H., Sheft, S N., Plourde, R N., Beard, R L., Steele, Robert R., Coslett, Job H., Page, Cynthia, Eckardt, Diane C., Salerno, Joseph S., Sheltra, Marlowe, Close, Scott P., Bain, Georgia A., Tisinger, Michael D., Haskin, Susan J., Huntoon, Lynne D., Howard, M S., Orlando, Joseph J., Neaf, D M., Morris, M E., Levenstein, Howard S., Davignon, Barry A., Thompson, Timothy J., Clary, Nancy A., Balmer, Robert W., Miller, D S., Whiting, James R., Patterson, David P., Davis, Robert J., CHICCARELLI, John J., Doak, Donna L., Smith, P E., Martin, Holly G., Pianowski, Robert J., Wallon, Laura J.

From: 1610 - Buffalo ROU (BRZEZIE)

Posted: 5/1/97 11:07

Opened: 5/1/97 12:59

Subject: FWRD: FSC-76-B ROU Brief

forwarding the following - a copy will be sent to all RR's in this week's mailing..

===== <Forwarded Letter> =====

From: Davis, Carla C.

To: 1610

Subject: FSC-76-B ROU Brief

Posted: 05/01/97 15:27

Priority: Normal

[[FSC76B.DOC : 2630 in FSC76B.DOC]]

CC: Macleod, Stephen

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